

# ACQUISITION REFORM PERFORMANCE BASED APPROACHES

A CM OFFICER'S PERSPECTIVE  
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# WORKSHOP INTENT -

- ROLE UP OUR SLEEVES ‘ GET SPECIFIC ‘
- MIL-SPEC AND STD's NOT THE REAL ISSUE
- REAL ISSUES ARE IN UNSPOKEN DETAILS
- DISCUSS THE TOTAL SYSTEM LIFE CYCLE
  - THE NEEDS OF BOTH PEO AND MSC
  - THE NEED TO DO WHAT's SMART
  - THE ROLE OF THE TDP AND PERF SPEC's

# FOCUS OF DETAILS

- COMPETITION IS STILL REAL OPTION
- LOGISTICS NOT THE ONLY FACTOR
- THE NON-MIL-SPEC TDP IS CRITICAL
- CONTROL SHIFTS TO INSIGHT
- PAPER SHIFTS TO ELECTRONIC DATA
- PERFORMANCE SPEC'N IS PRACTICE
- TDP AND PERFORMANCE SPEC'S NOT'VS.'

# **WHAT IS UNIQUE AT JAVELIN?**

## **CM IS CRITICAL NOT TRADITIONAL**

- CM NEVER RELEASED THE PRODUCT TDP
- CM IS MORE PROCESS THAN INSPECTION
- EMD & PRODUCTION W/O GOV TDP CONTROL
- CM USES ELECTRONIC DATA 'PLANS MORE'
- CM SEE'S MICOM MSC AS KEY PARTNER
- GOV-CONTRACTOR MUTUAL CCB SUPPORT
- MIL-SPECS NOT THE PREDOMINANT ISSUE
- ACCESS AND USAGE RIGHTS IN DATA IS KEY
- CM MUST KNOW CM AND BE COMPUTER WISE

# WHATS THE POINT?

- WHO KNOWS DATA AND ITS VALUE?
- WHO NEEDS DATA ANYWAY?
- WHO PAYS FOR IT ANYWAY?
- WHAT HAPPENS W/O DATA?
- WHAT IS PERFORMANCE BASED CM?
- WHAT IS AN IPT OR JCALS W/O DATA?
- *THE POINT IS STAY THE COURSE BUT BE SMART*

# **MOST LIKE ACQUISITION REFORM**

- THAT IS A FACT !**
  - ALL WANT TO DO WHATS SMART !**
  - SO WHAT's THE PROBLEM ?**
  - DATA IMPACTS EVERYONE !**

**REDUNDANCY IN A TIME OF LESS RESOURCES  
ACQ REFORM NEEDED IN ARMY STRUCTURE  
NOT ENOUGH PEOPLE ... NO MORE COMING  
MSC's ARE NOT THE ENEMY NOR THE PEO's**

**we are a team but must be more balanced .....**

## RECOMMENDATIONS

- REAFFIRM THE NEED FOR DETAIL DATA
- REALIZE THAT PERFORMANCE SPEC'S AND  
DETAIL DATA SUPPLEMENT ONE ANOTHER
- REAFFIRM THAT THE ACCESS AND USAGE OF DATA  
IS A DIFFERENT PROCESS THAN THE CONTROL OF  
DATA
- CONTINUE THIS IPT AS A MEANS TO IMPROVE  
PROCESSES AND FOSTER BETTER COMMUNICATION
- READDRESS THE NEED FOR MAINTAINING A  
COMPETITIVE POSTURE IN THE PRESENT AND AS A  
CONTINGENCY
- CLARIFY THE MISUNDERSTANDING ABOUT  
ACQUISITION REFORM - *INTENT IS TO BE A TEAM  
BUT WE CANNOT STOP SUPPORTING CRITICAL NEEDS*